

SOTI



SOTI MOBICONTROL



RETAIL



PM85 & PM45
POINT MOBILE



ANDROID



EUROPE

SOTI is a proven innovator and industry leader for simplifying business mobility and making it smarter, faster and more reliable. SOTI helps businesses around the world take mobility to endless possibilities.

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CUSTOMER STORY

Salling Group Quickly and Easily Increases its Device Fleet by 50% with SOTI MobiControl

Salling Group is owned by Salling Foundations with a portion of its profits donated to charitable causes every year. The foundation's strong base is a prerequisite for maintaining Salling Group's growth, investing in better shopping experiences and seizing new trends to improve everyday life. The organization serves more than 11 million customers per week and consists of 53,000+ employees operating 1,500+ stores in four countries. Salling Group owns many of Denmark's popular retail brands, such as Salling, Bilka, Netto, Føtex and BR.

The Challenge

The number of company-owned and personal devices rapidly increased within the company network requiring management and support. Devices were dispersed across thousands of locations and Salling Group wanted device control, usage data insights, and application and software updates to be more easily managed. They needed a solution that could integrate with a variety of systems and databases with the ability to scale and manage a wide range of mobile devices across multiple platforms and operating systems.

Salling Group's ask was a sustainable solution from a close partner that could provide extensive knowledge and support to help manage, maintain and secure all devices in the network. Their Mobile Device Management (MDM) system needed to be secure, stable and reliable. In store, every second counts, and each store had a limited number of devices on hand for inventory and transactions. If a device is unavailable for too long an employee might not be able to perform a task, directly impacting revenues.

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"This massive deployment simply would not have been possible without SOTI MobiControl, so it is impossible to calculate the savings or revenue increases connected with it. With SOTI, we have been able to achieve our mission to improve everyday life."

Rune Templeton Vilsgaard, Salling Group
Senior Manager, IT Infrastructure & Project Manager



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The Solution

Salling Group first worked with SOTI in 2010 and has since increased its number of SOTI MobiControl licenses by 50% across its entire device fleet. The primary device model is the Point Mobile PM45 – a heavy-duty, rugged Android handheld terminal which can survive extreme temperatures and working conditions. Device alerts can be sent when the device battery falls below a certain charge to keep operations moving. These alerts can be actioned and added to a watchlist for the IT department to monitor and troubleshoot.

SOTI MobiControl's advanced Kiosk Mode is used by Salling Group to provide a custom, user-friendly home screen for each user. This ensures secure access to specific apps for select user groups. When the organization needs to deliver multiple software updates, they are made remotely through SOTI MobiControl, making the whole process convenient while reducing downtime for stores nationwide.

The Results

Thanks to SOTI MobiControl, Salling Group increased mobile device availability and reliability for all its employees. Each device is ready to use, with correct user profiles and access to critical applications, as and when employees need them. In less than one year, Salling Group configured and deployed thousands of devices, made possible by a simple zero-touch deployment process through SOTI MobiControl.

Salling Group handles as many tasks as possible through its mobile devices, so employees do not have to switch between units or use desktop devices. This saves time and makes their work easier. There is increased reliability in all stores, and there are several requests to increase the number of devices which is now possible with SOTI MobiControl.

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